

Message Text

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ACTION NEA-09

INFO OCT-01 EUR-12 ISO-00 PM-03 NSC-05 SP-02 SS-15 CIAE-00

INR-07 NSAE-00 EB-07 COME-00 MC-02 /063 W

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R 170430Z APR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2844

SEC DEF WASHDC

AMEMBASSY LUXEMBOURG

INFO AMEMBASSY PARIS

C O N F I D E N T I A L ABU DHABI 829

E.O. 11652: GDS

TAGS: MASS

SUBJECT: SALE OF MARWAIS AIRCRAFT SHELTERS TO ABU DHABI DEFENSE FORCE

REF: (A) LUXEMBOURG 189 (B) LUXEMBOURG 237 (C) ABU DHABI 612

SECDEF FOR CMDR SICK, OSD/ISA

SUMMARY: IN PROMOTING SALES EFFORT HERE, MARWAIS REP HAS REQUESTED EMBASSY ASSISTANCE IN OBTAINING CLASSIFIED USAF FILM TITLED "THE CEMENT SKY." ACTION REQUESTED: THAT WASHINGTON ADDRESSEES AUTHORIZE ASAP USE OF FILM AND EITHER POUCH COPY DIRECTLY TO EMBASSY OR AUTHORIZE MARWAIS LUXEMBOURG TO FORWARD ITS COPY HERE. END SUMMARY.

1. MARWAIS INTERNATIONAL (REFTELS) REPRESENTED IN UAE BY GULF WIDE SERVICES (DUBAI). FIRM'S MANAGER IS MR. JOY, A U.K. EXPATRIATE, FORMER OFFICER IN BRITISH ARMY. HE WAS ON SECONDMENT WITH ADDF AND CLAIMS EXCELLENT RELATIONSHIP WITH SHAIKH SULTAN, DEPUTY COMMANDER-IN-CHIEF, ABU DHABI DEFENSE FORCES (ADDF) AND FAISAL AL-QAISIMI, ADDF CHIEF OF STAFF.

2. ACCORDING TO JOY, SALE FOR WHICH MARWAIS COMPETING INVOLVES ADDF PLANS TO BUILD 51 SHELTERS FOR ITS MIRAGES AND OTHER AIRCRAFT FOR VALUE OF DOLLARS 25 MILLION. A FRENCH FIRM
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(STANDARD INTERNATIONAL CONSTRUCTION REPORTEDLY PUSHING SHELTERS

OF SWEDISH DESIGN AND ENGINEERING) IS ALSO VERY MUCH INTERESTED IN THIS PROJECT. WITH APPARENT PRESENT AFFINITY, AS HAS BEEN PREVIOUSLY REPORTED, OF ADDF FOR FRENCH MILITARY EQUIPMENT (MIRAGES, ALEUETTE HILICOPTERS, AND WIFE GUIDED MISSILES, APC'S) THIS COMPETITION EVEN GREATER THREAT.

3. AS PART OF HIS SALES EFFORT, JOY WANTS TO USE CLASSIFIED USAF FILM ENTITLED "THE CEMENT SKY" WHICH HE SAW IN EUROPE. FILM DEPICTS MARWAIS AIRCRAFT SHELTERS UNDER LIVE-FIRE CONDITIONS. (IN FILM MARWAIS SHELTERS APPARENTLY SUBJECTED TO REPEATED BOMBARDMENTS WITKDAMAGE TO ARICRAFT INSIDE.) COMPETITION FROM FRENCH FIRM IS INTENSE AND FILM NEEDED FOR VIEWING ASAP. IT WILL FILL KEY GAP UNTIL SUCH TIME AS MARWAIS CAN ERECT MODEL SHELTER HERE AND GIVE LIVE-FIRE DEMONSTRATION ON GROUND. IF AT ALL POSSIBLE, JOY HOPES FILM CAN BE HERE WITHIN SIX WEEKS.

4. IN ADDITION TO POSSIBLE DIRECT SHIPMENT OF FILM FOR WASHINGTON, JOY INFORMS US THAT MARWAIS HEAD OFFICE IN LUXEMBOURG PRESENTLY HAS COPY. IF APPROPRIATE, AUTHORITY COULD BE GIVEN TO MARWAIS TO SHIP ITS COPY TO EMBASSY.

5. PLEASE ADVISE.
STERNER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, FILMS, MILITARY AIRCRAFT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 17 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ABUDH00829
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750134-0843
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750440/aaaabkrd.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 LUXEMBOURG 189, 75 LUXEMBOURG 237, 75 ABU DHABI 612
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAY 2003 by BoyleJA>; APPROVED <21 MAY 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALE OF MARWAIS AIRCRAFT SHELTERS TO ABU DHABI DEFENSE FORCE
TAGS: MASS, TC, US
To: STATE LUXEMBOURG
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006